



"Warrener Stewart has added a depth of knowledge to my business; they have helped me make informed judgments at every twist and turn and offer incredible value."

James Beagrie



The Challenge

"Growing a business through acquisition can be risky unless the new companies are the right fit, in terms of culture and services."

Having started a retail travel agency following a successful career in corporate insurance, the challenge James Beagrie faced, like many owners of a small business, was to grow and develop his business.

Whilst he focused on building the right internal culture and nurturing his staff, he used the expertise of Warrener Stewart to ensure his business grew. Following his acquisition of two companies Warrener Stewart recognised that going forward the business would need to employ a finance director.

Employing the right financial director was going to be an essential part of the company's journey, since Meon Valley needed to streamline internal processes and keep a daily check on their financial position. What's more, having an internal financial director would free up James's time to concentrate on the day to day running of the business.

Customer Profile

Entrepreneurs

Small and medium sized enterprises

Travel Agency

Service Industry

For more information on how we could help you contact us on:

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The Solution

"I rely on Warrener Stewart's wisdom and advice not only on matters of international tax, for example, but also their sharing of ideas and best practice for the business in general."

The initial search and interviews were all conducted by Warrener Stewart. They whittled the choice down to four candidates who, during a second interview, met with James so that he could make the final choice.

Since James had worked hard to instil key values, he wanted to recruit a finance director who appreciated the hard work and dedication that is required to operate an award-winning travel agency. Over the next two years the newly appointed finance director worked alongside Warrener Stewart implementing the systems necessary for the continued smooth running of the business. She also trained one of the more junior finance members to take over the role upon her departure.

With the day to day finances being managed by the internal financial director, Warrener Stewart's director Colin Edney and his team continued to provide ongoing business and tax advice. To ensure Meon Valley remained ahead of competition, Warrener Stewart would frequently make James aware of latest developments and commercial innovations they had obtained through their association with other clients.

- **Core services**

- Accountancy
- Audit
- Business advisory
- Corporate tax
- Personal tax
- Tax strategy and planning

- **Business advisory services**

- **Tax strategy and planning services**

- **Support services**

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"As a business owner I encourage all my employees to be the best that they can be; I ask nothing less of my accountants. I run a successful business, safe in the knowledge that Warrener Stewart has got my back."

James Beagrie



Results

"Over the years they have introduced me to other companies so I can learn from them either by sharing knowledge or the latest technology."

James credits the dedication of his team at Meon Valley Travel, coupled with the ongoing support from Warrener Stewart, with the company's continued success. Meon Valley was voted the top travel agent for two consecutive years in 2016 and 2017.

"As a business getting the right person is key to the culture and continued success," notes James. "We don't just sell travel, we make people's dreams come true, or we save a life through our emergency repatriation service.

"Working with Colin and the team at Warrener Stewart who inextricably understand our values and business is important. Over the years they have proved just how well they understand the business DNA of Meon Valley Travel by being highly proactive to ensure we stay ahead of our competition."

As accountants for numerous SME's Warrener Stewart encourages their clients to learn from one another. It is this cross fertilisation of ideas and services that James feels makes them stand out from the rank and file of other accountants.

"Warrener Stewart is like a reference library, with an encyclopaedic knowledge. Since my business has very diverse international sales if I ever have a question regarding VAT and international tax, I know that they will always provide me with the correct information."

Meon Valley Travel now employs 100 staff around the UK to provide a range of leisure and business travel solutions for individuals and well-known household names.



Warrener Stewart

Chartered Accountants • Intelligent Advisors

Warrener Stewart is an expert team of highly experienced chartered accountants, chartered tax advisors and registered auditors.

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